

AMENDMENTS TO THE CLAIMS

This listing of claims, if entered, will replace all prior versions and listings of claims in the present Application.

1. (Currently Amended) A method in a computer system comprising:
defining a forecast snapshot₂ wherein the defining comprises:
receiving an interval₂ wherein
the interval specifies a frequency at which forecast snapshots are
generated[[;]] ,
receiving a specified day within the interval₂ wherein
the forecast snapshot is generated on the specified day[[;]] , and
receiving specified roles of participants₂ wherein
the forecast snapshot comprises information regarding a member of
the organization ~~who is~~ , and
the information indicates the member is assigned one of the specified
roles ~~is included in the forecast snapshot~~;
causing a processor of the computer system to automatically generate the forecast
snapshot₂ wherein
the causing the processor to automatically generate the forecast snapshot
comprises causing the processor to validate a hierarchy of the
participants,
the forecast snapshot is based on opportunity information of the participants, and
the forecast snapshot ~~includes~~ **comprises** the opportunity information; and
causing the processor ~~of the computer system~~ to automatically send an alert notifying
the participants of the generation of the forecast snapshot.
2. (Previously Presented) The method of claim 1 wherein a participant of the
participants updates the forecast snapshot in response to the alert.
3. (Cancelled)

4. (Cancelled)
5. (Cancelled)
6. **(Currently Amended)** The method of claim 1 ~~further comprising: before generating a forecast snapshot, validating a hierarchy of the participants,~~ wherein the hierarchy comprises more than one level, and the validating comprises detecting whether a participant of the participants is included at more than one level of the hierarchy.
7. **(Currently Amended)** The method of claim 6 ~~including~~ further comprising when the hierarchy of participants is invalid:
notifying a user; and ~~[[-]]~~
correcting the hierarchy.
8. (Previously Presented) The method of claim 1 wherein the generating further comprises:
for each participant, retrieving opportunity information for that participant; and
generating forecast summaries in accordance with a hierarchy of the participants.
9. (Previously Presented) The method of claim 1 wherein the forecast snapshot is associated with a forecast period.
10. (Original) The method of claim 9 wherein the forecast period is a quarter.
11. (Previously Presented) The method of claim 9 further comprising: receiving an indication of the forecast period.
12. (Original) The method of claim 1 wherein the forecast snapshot is automatically generated based on the day and interval.

13. (Currently Amended) A computer system comprising:
a component configured to define a forecast snapshot, wherein
the component for defining a forecast snapshot comprises:
a component configured to receive a schedule₂ wherein
the schedule specifies a frequency at which forecast snapshots are
created[[;]]₂
a component configured to receive an indication of participants₂ wherein
the forecast snapshot comprises information regarding the
participants ~~are included in the forecast snapshot~~;
a component configured to automatically generate a forecast snapshot₂ wherein
the component configured to automatically generate the forecast snapshot
comprises a sub-component configured to validate a hierarchy of the
participants,
the forecast snapshot is based on opportunity information of the participants₂ and
the forecast snapshot ~~includes~~ **comprises** the opportunity information; and
a component configured to automatically send an alert to the participants indicating that a
forecast snapshot has been created.
14. (Currently Amended) The computer system of claim 13₂ wherein
the schedule is based on a user-defined interval₂ and
the participant updates forecast information in response to the notifying.
15. (Currently Amended) The computer system of claim 13 ~~further comprising a~~
~~component configured to, before generating a forecast snapshot, ensure the~~
~~correctness of a~~ **wherein the sub-component configured to validate the** hierarchy of
the participants **is further configured to perform validation during the defining of the**
forecast snapshot.

16. (Currently Amended) The computer system of claim 15 further comprising:
a component configured to, ~~when the hierarchy of participants is not correct,~~
notify a user, if the hierarchy of participants is invalid; and
a component configured to facilitate correcting the hierarchy, if the hierarchy of participants is invalid.
17. (Previously Presented) The computer system of claim 13 wherein the component configured to generate the forecast snapshot is further configured to:
for each participant, retrieve opportunity information for that participant; and
generate forecast summaries in accordance with a hierarchy of the participants.
18. (Previously Presented) The computer system of claim 13 wherein the forecast snapshot is associated with a forecast period.
19. (Original) The computer system of claim 13 wherein participants are indicated by their roles.
20. (Currently Amended) A computer-readable storage medium ~~containing~~
comprising instructions executable to implement a method, the method comprising:
receiving a schedule for generating forecast snapshots;
receiving an indication of participants to be included in the forecast snapshots;
automatically generating a forecast snapshot based on opportunity information of
the participants, wherein
the automatically generating the forecast snapshot comprises
validating a hierarchy of the participants,
the forecast snapshot comprises the opportunity information, and
the forecast snapshot is generated in accordance with the schedule; and
automatically sending an alert notifying the participants of the generation of the
forecast snapshot.

21. (Currently Amended) The computer-readable storage medium of claim 20 wherein the schedule is based on an interval.
22. (Currently Amended) The computer-readable storage medium of claim 21 wherein the schedule specifies a day within the interval.
23. (Currently Amended) The computer-readable storage medium of claim ~~[[21]]~~ 20 wherein the participants are indicated by their roles within an organization.
24. (Currently Amended) The computer-readable storage medium of claim ~~21~~, ~~including before generating the forecast snapshot, validating a hierarchy of the participants~~ 20 wherein
the hierarchy comprises more than one level, and
the validating comprises detecting whether a participant of the participants is included at more than one level of the hierarchy.
25. (Currently Amended) The computer-readable storage medium of claim 24 further comprising, ~~when the hierarchy of participants is invalid~~:
notifying a user, if the hierarchy of participants is invalid; and
correcting the hierarchy, if the hierarchy of participants is invalid.
26. (Currently Amended) The computer-readable storage medium of claim ~~[[21]]~~ 20 wherein the automatically generating the forecast snapshot ~~includes~~ comprises:
for each participant, retrieving opportunity information for that participant~~[[;]]~~ ,
and
generating forecast summaries in accordance with a hierarchy of the participants.
27. (Currently Amended) The computer-readable storage medium of claim ~~[[21]]~~ 20 wherein each forecast snapshot is associated with a forecast period.